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C O N F I D E N T I A L ABU DHABI 02972

SIPDIS
CXABU:
ACTION: ECON
INFO: AMB DCM POL P/M
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INFO: FCS

DISSEMINATION: ECON
CHARGE: FCS

APPROVED: CDA: RAALBRIGHT
DRAFTED: FCS: MO'BRIEN
CLEARED: ECON:OJOHN USLO: RSIMM

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TO RUEHC/SECSTATE WASHDC 5738
INFO RUCPDOE/USDOE WASHDC
RUEAHL/DHS WASHDC

C O N F I D E N T I A L ABU DHABI 002972

SIPDIS

STATE FOR NEA, NP/ECC AND PM/ODTC
COMMERCE FOR BIS/OIP AND AS/EA/OC CHAIR DFLYNN
DHS FOR CBP

E.O. 12958: DECL ON 08/31/2014
TAGS: [BEXP](#) [ETRD](#) [ECON](#) [TC](#)
SUBJECT: UAE BORDER SECURITY TAKES ANOTHER STEP AHEAD

1.(U) CLASSIFIED BY DEPUTY CHIEF OF MISSION RICHARD A.
ALBRIGHT FOR REASON 1.5(b), (d)and (e)

12. (C) BIS OFFICER MARY O'BRIEN MET WITH LOCAL
REPRESENTATIVES OF RAYTHEON CORPORATION (PLEASE PROTECT) TO
DISCUSS THEIR BUSINESS PROSPECTS IN THE UAE. THE RAYTHEON
REPS SAID THE UAE WOULD LIKE TO MOVE MORE TOWARD DIRECT
COMMERCIAL SALES. ACCORDING TO USLO CHIEF, THE UAE
MILITARY DOES NOT LIKE TO PAY THE FMS SURCHARGE (2.5%).
THE UAE ALSO BELIEVES THEY CAN SQUEEZE CONTRACTORS HARDER
THAN THEY CAN THE USG, ESPECIALLY IN THE REALM OF OFFSETS;
HOWEVER, CERTAIN U.S. TECHNOLOGIES WILL ONLY BE AVAILABLE
THROUGH FMS.

13. THE RAYTHEON REPS STATED THAT THE UAEG HAD RECENTLY
AWARDED THEM A SOLE SOURCE CONTRACT WORTH APPROXIMATELY \$1
MILLION TO PROVIDE BORDER SURVEILLANCE AT THE UAE-SAUDI
BORDER IN THE AREA OF GHWEIFAT AND AT THE UAE BORDER WITH
OMAN NEAR AL AIN. RAYTHEON WILL INSTALL A SYSTEM THAT
INCLUDES NIGHT VISION, INFRARED AND OPTICAL CAMERAS, ALONG
WITH SOFTWARE TO ENHANCE THE CAPABILITIES OF ALL THE
HARDWARE. IF THE UAEG THINKS THESE TEST INSTALLATIONS ARE
SUCCESSFUL IT WILL ACQUIRE MORE RAYTHEON SURVEILLANCE
SYSTEMS FOR ITS ENTIRE LAND BORDER. RAYTHEON REPS NOTED
THAT THE UAE IS CONCERNED THAT TERRORISTS COULD SEEK TO
MOVE THEIR BASE OF OPERATIONS TO THE UAE AS SECURITY
SERVICES IN NEIGHBORING COUNTRIES CONTINUE TO CRACK DOWN ON
SUCH ACTIVITIES.

14. (C) THE RAYTHEON REPS ALSO ADVISED THAT THEY ARE WORKING
WITH THE COAST GUARD AND THE OIL COMPANIES TO DEVELOP
SECURITY SYSTEMS FOR ONSHORE AND OFFSHORE OIL

INSTALLATIONS. THERE IS GREAT CONCERN HERE ABOUT THE VULNERABILITY OF THESE OIL INSTALLATIONS.

15. (C) ALTHOUGH THE NATIONAL BORDER SECURITY PROGRAM IS A PET PROJECT OF MAJOR GENERAL HAMAD THANI AL RUMAITHY, UAE ARMED FORCES DEPUTY CHIEF OF STAFF, THE RAYTHEON REPS SAID THEY WERE ALSO DEALING DIRECTLY WITH THE VARIOUS SERVICES, INCLUDING SPECIAL OPERATIONS COMMAND (SOC), THE LAND FORCES AND THE NAVY. THEY SAID EACH OF THE SERVICES IS INTERESTED IN HAVING THEIR OWN EQUIPMENT TO DEAL WITH BORDER SECURITY ISSUES AND THEY DO NOT ALWAYS COMMUNICATE WITH ONE ANOTHER.

16. (C) NOTE: BIS OFFICER RECENTLY LEARNED THAT DUBAI CUSTOMS IS LOOKING TO IMPROVE ITS COASTAL SURVEILLANCE ALONG THE DUBAI CREEK, AT PORT RASHID AND JEBEL ALI PORT, AND ESTABLISH SUCH SURVEILLANCE SYSTEMS AROUND THE NEW PALM AND WORLD ISLANDS JUST OFF THE COAST OF DUBAI.

17. (C) BIS OFFICER DISCUSSED EXPORT LICENSING ISSUES WITH RAYTHEON. RECENTLY THE USG HAS PLACED ACCOUNTABILITY AND END USE MONITORING CONDITIONS ON SEVERAL LICENSES AND THE UAEG CONSIDERED THESE CONDITIONS ESPECIALLY ONEROUS. THESE CONDITIONS HAVE JEOPARDIZED THE SALE OF U.S. TECHNOLOGY TO THE UAE, AN IMPORTANT COALITION PARTNER. RAYTHEON SAID THAT THEY PLAN TO MEET IN THE FALL WITH DEFENSE, STATE AND COMMERCE LICENSING OFFICIALS TO PROVIDE THEM WITH INFORMATION ABOUT THE TECHNOLOGIES RAYTHEON IS LOOKING TO SELL TO THE UAE AND INFORMATION ABOUT THE UAE MILITARY.

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